

**Lambert - St. Louis International Airport®**  
**Monthly Concession Sales and Airport Revenue**  
**October 2015/2016 Comparison Summary**

Enplanements	October 2015	October 2016	% Change
	566,560	618,823	9.22%

Concessions		Gross Sales 2015	Gross Sales 2016	Percent Change	Sales/Enplane 2015	Sales/Enplane 2016	Percent Change	Airport Revenue 2015	Airport Revenue 2016	Percent Change	Rev/Enplane 2015	Rev/Enplane 2016	Percent Change
News & Gifts	Hudson News & Gifts	\$1,471,741	\$1,592,505	8.21%	\$2.60	\$2.57	-0.93%	\$333,333	\$333,333	0.00%	\$0.59	\$0.54	-8.45%
Food & Beverage	Host, OHM Group, Vino Volo	\$3,589,176	\$4,017,741	11.94%	\$6.34	\$6.49	2.49%	\$399,981	\$448,138	12.04%	\$0.71	\$0.72	2.58%
Car Rental	Avis, Budget, Hertz, Enterprise, Alamo, National, Thrifty	\$10,941,500	\$10,086,595	-7.81%	\$19.31	\$16.30	-15.60%	\$1,094,150	\$1,008,659	-7.81%	\$1.93	\$1.63	-15.60%
Specialty Retail	Tech on the Go	\$171,772	\$121,247	-29.41%	\$0.30	\$0.20	-35.38%	\$20,613	\$31,250	51.61%	\$0.04	\$0.05	38.80%
Advertising	Clear Channel	\$137,320	\$102,822	-25.12%	\$0.24	\$0.17	-31.45%	\$75,486	\$60,417	-19.96%	\$0.13	\$0.10	-26.72%
Vending	Avendco	\$24,879	\$25,975	4.40%	\$0.044	\$0.042	-4.41%	\$12,937	\$13,507	4.40%	\$0.023	\$0.022	-4.41%
ATM	Bank of America, Cardtronics, AA Federal Credit Union, US Bank	\$13,461	\$12,606	-6.35%	\$0.024	\$0.020	-14.26%	\$7,549	\$7,071	-6.34%	\$0.013	\$0.011	-14.25%
Wireless Internet	Concourse Communications	\$14,067	\$36,569	159.96%	\$0.02	\$0.06	138.01%	\$9,167	\$12,500	36.36%	\$0.016	\$0.020	24.85%
Ground Transportation	Best Transportation	\$103,006	\$175,972	70.84%	\$0.18	\$0.28	56.41%	\$10,301	\$17,597	70.84%	\$0.02	\$0.03	56.41%
Luggage Carts	Flight Services & Systems	\$11,831	\$11,930	0.84%	\$0.021	\$0.019	-7.68%	\$849	\$879	3.50%	\$0.0015	\$0.0014	-5.24%
Taxi Cabs	Taxi Fees							\$75,655	\$110,762	46.40%	\$0.13	\$0.18	34.04%
Parking	Super Park	\$2,783,120	\$2,828,339	1.62%	\$4.91	\$4.57	-6.96%	\$1,876,076	\$1,943,854	3.61%	\$3.31	\$3.14	-5.14%
<b>Monthly Airport Totals</b>		<b>\$19,261,873</b>	<b>\$19,012,301</b>	<b>-1.30%</b>	<b>\$34.00</b>	<b>\$30.72</b>	<b>-9.63%</b>	<b>\$3,916,096</b>	<b>\$3,987,966</b>	<b>1.84%</b>	<b>\$6.91</b>	<b>\$6.44</b>	<b>-6.77%</b>

**Notes**

Airport Revenue is the Airport's unaudited share of the reported Gross Sales.  
Food & Beverage 2016 includes new Vino Volo as of 12/19/2015.  
Specialty Retail - Tech on the Go replaced Bookmark-InMotion beginning 12/1/2015.  
Wireless Internet - Airport receiving additional DAS MAG as of 1/1/2016.  
Wireless Internet - Gross Sales 2015 was low due to loss of sponsorship revenue.

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Concession Sales by Location	Gross Sales 2015	Gross Sales 2016	Percent Change	Sales/Enplane 2015	Sales/Enplane 2016	Percent Change
<b>A Concourse</b>				141,481	143,013	1.08%
News & Gifts	\$320,045	\$333,419	4.18%	\$2.26	\$2.33	3.06%
Food & Beverage	\$830,165	\$879,247	5.91%	\$5.87	\$6.15	4.78%
Specialty Retail	\$56,101	\$36,680	-34.62%	\$0.40	\$0.26	-35.32%
<b>Totals</b>	<b>\$1,206,311</b>	<b>\$1,249,346</b>	<b>3.57%</b>	<b>\$8.53</b>	<b>\$8.74</b>	<b>2.46%</b>
<b>C Concourse</b>				134,092	132,296	-1.34%
News & Gifts	\$386,399	\$396,202	2.54%	\$2.88	\$2.99	3.93%
Food & Beverage	\$776,983	\$810,108	4.26%	\$5.79	\$6.12	5.68%
Specialty Retail	\$45,815	\$35,036	-23.53%	\$0.34	\$0.26	-22.49%
<b>Totals</b>	<b>\$1,209,197</b>	<b>\$1,241,346</b>	<b>2.66%</b>	<b>\$9.02</b>	<b>\$9.38</b>	<b>4.05%</b>
<b>Terminal 1 Pre-Security</b>				275,573	275,309	-0.10%
News & Gifts	\$81,016	\$79,268	-2.16%	\$0.29	\$0.29	-2.06%
Food & Beverage	\$188,393	\$173,897	-7.69%	\$0.68	\$0.63	-7.61%
<b>Totals</b>	<b>\$269,409</b>	<b>\$253,165</b>	<b>-6.03%</b>	<b>\$0.98</b>	<b>\$0.92</b>	<b>-5.94%</b>
<b>Terminal 1 Total</b>				275,573	275,309	-0.10%
News & Gifts	\$787,460	\$808,890	2.72%	\$2.86	\$2.94	2.82%
Food & Beverage	\$1,795,541	\$1,863,251	3.77%	\$6.52	\$6.77	3.87%
Specialty Retail	\$101,916	\$71,716	-29.63%	\$0.37	\$0.26	-29.56%
<b>Totals</b>	<b>\$2,684,917</b>	<b>\$2,743,857</b>	<b>2.20%</b>	<b>\$9.74</b>	<b>\$9.97</b>	<b>2.29%</b>
<b>Terminal 2</b>				290,987	343,514	18.05%
News & Gifts	\$684,282	\$783,615	14.52%	\$2.35	\$2.28	-2.99%
Food & Beverage	\$1,793,635	\$2,154,489	20.12%	\$6.16	\$6.27	1.75%
Specialty Retail	\$69,856	\$49,531	-29.10%	\$0.24	\$0.14	-39.94%
<b>Totals</b>	<b>\$2,547,772</b>	<b>\$2,987,635</b>	<b>17.26%</b>	<b>\$8.76</b>	<b>\$8.70</b>	<b>-0.67%</b>

**Notes**

Food & Beverage 2016 includes new Vino Volo as of 12/19/2015.

Specialty Retail - Tech on the Go replaced Bookmark-InMotion beginning 12/1/2015.

